

UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

ANNUAL AUDITED REPORTENCED **FORM X-17A-5**

PART III

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Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

| NDING_Dec | cember 31, 2003 |
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| | MM/DD/YY |
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| | OFFICIAL USE ONLY |
| | FIRM I.D. NO. |
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| | 08053-4191 |
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*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

SEC 1410 (06-02)

Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.



OATH OR AFFIRMATION

| I, Lou | uis Morales | | , swear (or affirm) that, to the best of |
|-------------|---|------------------|--|
| | | l statement a | nd supporting schedules pertaining to the firm of |
| | dford Financial, Inc. | | , as |
| of Dec | cember 31 | , 20 <u>_</u> 03 | , are true and correct. I further swear (or affirm) that |
| neither | the company nor any partner, proprietor, prin | | r or director has any proprietary interest in any account |
| classifie | d solely as that of a customer, except as follow | ows: | |
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| + | NO JARY PUBLIC | · · · | / My V |
| | STATE OF NEW JERSEY | 2 | |
| MY CO | MMISSION EXPIRES MARCH 3, 2008 | | V Signature |
| | | | President |
| | | _ | Title |
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| | ferry Min | | |
| 4 | Notary Public | | Subscribed and sworn to before me this |
| | ort ** contains (check all applicable boxes): | \$ | 2007. |
| | Facing Page. | (] | Notary Public You |
| | Statement of Financial Condition. Statement of Income (Loss). | 6- 2 0 | |
| | Statement of Changes in Financial Condition | 1. | |
| | Statement of Changes in Stockholders' Equi | | s' or Sole Proprietors' Capital. |
| | Statement of Changes in Liabilities Subordir | nated to Clain | ms of Creditors. |
| | Computation of Net Capital. | | |
| | Computation for Determination of Reserve F | | |
| | Information Relating to the Possession or Co | | rements Under Rule 1563-3. The Computation of Net Capital Under Rule 1563-3 and the |
| ٠, | Computation for Determination of the Reser | | |
| | | | ements of Financial Condition with respect to methods of |
| | consolidation. | | · |
| | An Oath or Affirmation. | | |
| | A copy of the SIPC Supplemental Report. | . | A sufference data to the second secon |
| ⊔ (n) | A report describing any material inadequacies | iouna to exi | st or found to have existed since the date of the previous audit. |

**For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

MEDFORD FINANCIAL, INC.

DECEMBER 31, 2003

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Report of Independent Certified Public Accountants

Board of Directors Medford Financial, Inc.

We have audited the accompanying statement of financial condition of Medford Financial, Inc. as of December 31, 2003, and the related statements of operations, changes in stockholders' equity, changes in subordinated borrowings, and cash flows for the year then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Medford Financial, Inc. as of December 31, 2003, and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was made for the purpose of forming an opinion on the basic financial statements, taken as a whole. The supplementary information on page 10 is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by Rule 17a-5 under the Securities and Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Isbaner a Coupany, LLC

February 25, 2004

THREE BALA PLAZA · SUITE 501 WEST · BALA CYNWYD · PENNSYLVANIA · 19004-3484

MEDFORD FINANCIAL, INC. STATEMENT OF FINANCIAL CONDITION DECEMBER 31, 2003

ASSETS

| Cash Deposit with clearing organization Receivables from clearing organization Property and equipment of cast less | | \$106,112 100,000 43,291 | | | |
|--|------------------|---------------------------------|--|--|--|
| Property and equipment - at cost, less accumulated depreciation of \$31,925 Other assets | | | | | |
| | | \$260,949 | | | |
| LIABILITIES AND STOCKHOLDERS' EQU | ITY | | | | |
| Liabilities: | | | | | |
| Accounts payable and accrued expenses Subordinated debt | | \$120,558 100,000 220,558 | | | |
| Stockholders' equity: | | 220,330 | | | |
| Common stock - authorized, issued and outstanding, 1,000 shares, \$.01 par value Additional paid in capital | \$ 10 149,806 | | | | |
| Accumulated deficit | (109,425) | 40,391 | | | |
| | - | \$260,949 | | | |

MEDFORD FINANCIAL, INC. STATEMENT OF OPERATIONS YEAR ENDED DECEMBER 31, 2003

| Revenue: | | |
|--|-----------|-------------|
| Commissions | | \$1,148,723 |
| Other | | 1,212 |
| , | | |
| | | 1,149,935 |
| Expenses: | | |
| Employee compensation and benefits | \$359,549 | |
| Floorbrokerage, exchanges and closing fees | 133,338 | |
| Soft dollar expense | 621,357 | |
| Occupancy | 22,108 | |
| Professional fees | 18,805 | |
| Interest | 3,419 | |
| Depreciation | 5,139 | |
| Management fees | 19,099 | |
| Other | 48,720 | 1,231,534 |
| Net loss | | (\$ 81,599) |
| 11011000 | | Ψ 01,333) |

MEDFORD FINANCIAL, INC. STATEMENT OF CHANGES IN STOCKHOLDERS' EQUITY YEAR ENDED DECEMBER 31, 2003

| | Common Stock | Additional Paid In Capital | Retained Earnings (Deficit) | Total | |
|--|-----------------|----------------------------------|-----------------------------------|------------|--|
| Balance, January 1, 2003 | \$ 10 | \$ 149,806 | (\$ 27,826) | \$ 121,990 | |
| Net loss for the year | | | (81,599) | (81,599) | |
| Accumulated deficit, December 31, 2003 | \$ 10 | \$ 149,806 | (\$109,425) | \$ 40,391 | |

MEDFORD FINANCIAL, INC. STATEMENT OF CHANGES IN SUBORDINATED BORROWINGS YEAR ENDED DECEMBER 31, 2003

| Subordinated borrowings at January 1, 2003 | \$ - |
|--|---------------|
| Issuance of subordinated notes | 100,000 |
| Subordinated borrowings at December 31, 2003 | \$ 100,000 |

MEDFORD FINANCIAL, INC. STATEMENT OF CASH FLOWS YEAR ENDED DECEMBER 31, 2003

| Cash flows from operating activities: | | | | | | |
|---|------------|--|--|--|--|--|
| Net loss | (\$81,599) | | | | | |
| Adjustments to reconcile net loss | | | | | | |
| to net cash provided by operating activities: | | | | | | |
| Depreciation | 5,139 | | | | | |
| Changes in assets and liabilities: | | | | | | |
| Decrease in receivable from clearing organization | 26,534 | | | | | |
| Decrease in other assets | 11,510 | | | | | |
| Increase in accounts payable and | ŕ | | | | | |
| accrued expenses | 45,215 | | | | | |
| Net cash provided by operating activities | 6,799 | | | | | |
| Cash flows from investing activities: | | | | | | |
| Acquisition of property and equipment | (3,917) | | | | | |
| Increase in deposit with clearing organization | (36,896) | | | | | |
| Net cash used in investing activities | (40,813) | | | | | |
| Cash flows from financing activities: | | | | | | |
| Proceeds from issuance of subordinated debt | 100,000 | | | | | |
| Net cash provided by financing activities | 100,000 | | | | | |
| Net increase in cash | 65,986 | | | | | |
| Cash at beginning of year | 40,126 | | | | | |
| Cash at end of year | \$106,112 | | | | | |

MEDFORD FINANCIAL, INC. NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2003

NOTE 1 – SUMMARY OF ACCOUNTING POLICIES

Nature of Operations

Medford Financial, Inc. ("the Company") is a broker dealer registered with the Securities and Exchange Commission (SEC), and a member of the Philadelphia Stock Exchange.

Revenue

Commissions and related clearing expenses were recorded on a trade-date basis as securities transactions occur.

Income Taxes

The Company has elected to be taxed as an S corporation under the Internal Revenue and state income tax codes. Under these provisions, the Company does not pay federal or state income taxes on its taxable income. The Company's income or loss in included in the income tax returns of the stockholders.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of revenues and expenses during the reporting period. Actual results could differ from those estimates.

NOTE 2 - RELATED PARTY TRANSACTIONS

The Company rents an office condominium unit, which is owned by a limited liability company whose members own 100% of the outstanding shares of the Company. There is no formal lease for this arrangement. Rent expense for the year ended December 31, 2003 was \$19,200.

The Company is required to maintain a seat on the Philadelphia Stock Exchange. It satisfies this requirement by leasing a seat on a month to month basis from a shareholder of the Company. Effective June 30, 2000, the shareholder and the Company agreed to suspend lease payments for use of the seat.

In 2003, the Company paid management fees for administrative services performed by a corporation whose shareholders own 80% of the outstanding shares of the Company. There is no formal management services contract. The arrangement terminated on April 30, 2003. Management fees for the year ended December 31, 2003 were \$19,099.

MEDFORD FINANCIAL, INC. NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2003

NOTE 3 - SOFT DOLLAR ARRANGEMENT

The Company has entered into a soft dollar arrangement with an institution under which it agreed to pay a specified percentage of qualified commissions. The Company accrues a soft dollar expense at the time qualifying commissions are earned.

NOTE 4 - MAJOR CUSTOMERS

The Company is engaged primarily as an introducing broker (Philadelphia Stock Exchange) for institutional investors located throughout the United States. In 2003, two institutions accounted for 90% of the revenue generated by the company.

NOTE 5 - SUBORDINATED DEBT

In 2003 a stockholder loaned \$100,000 to the Company under a qualified equity subordination loan agreement. Repayment of this debt is subordinated to the rights of all present and future creditors of the Company. This note bears interest at prime plus 4% reset annually on July 23 and matures in 2006.

The effective rate at December 31, 2003 was 8%.

NOTE 6 - NET CAPITAL REQUIREMENTS

The Company is subject to the Uniform Net Capital Rule (Rule 15c3-1) of the Securities Exchange Act of 1934 which requires the maintenance of minimum net capital. At December 31, 2003, the Company's "aggregate indebtedness" and "net capital" (as defined) were \$120,558 and \$128,845, respectively, and its aggregate indebtedness to net capital ratio was .94 to 1.0.

The Company is exempt from both the computation of reserve requirements (Rule 15c3-3) and the possession or control requirements (Rule 15c3-3, Exhibit A) because it does not carry security accounts for customers or perform custodial functions relating to customer securities.

MEDFORD FINANCIAL, INC.

SUPPLEMENTARY INFORMATION REQUIRED UNDER RULE 15C3-1 DECEMBER 31, 2003

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|---|---|---|--------------|----|----|---|---|---|
| | | | | | | | | |

| Total stockholders' equity Plus subordinated debt | \$ 40,391 100,000 |
|---|----------------------|
| Total available capital | 140,391 |
| Less nonallowable assets: Prepaid expenses Property and equipment | 1,372 10,174 |
| | 11,546 |
| Net capital before haircuts on securities | 128,845 |
| Less haircuts on securities | |
| Net capital | \$128,845 |
| AGGREGATE INDEBTEDNESS | |
| Accounts payable and accrued expenses | \$120,558 |
| Total aggregate indebtedness | \$120,558 |
| Ratio of aggregate indebtedness to net capital | .94 to 1 |
| COMPUTATION OF BASIC NET CAPITAL REQUIREMENT | |
| Minimum net capital requirement | \$ 5,000 |
| Net capital requirement | \$ 8,037 |
| Excess net capital | \$120,808 |
| Excess net capital at 1,000% | \$116,789 |
| RECONCILIATION WITH COMPANY'S COMPUTATION (Included in Part II of Form X-17A-5 as of December 31, 2003) | |
| Net capital as reported in Company's Form X-17A-5, Part II (unaudited) | \$128,845 |
| Net capital per this report | \$128,845 |
| | |

NOTE: The Company is not subject to Rule 15c3-3(k)(2)(ii) since all customer transactions are cleared through another broker/dealer on a fully disclosed basis.



Report of Independent Certified Public Accountants On Internal Control Required by SEC Rule 17a-5

Board of Directors Medford Financial, Inc.

In planning and performing our audit of the financial statements of Medford Financial, Inc. ("the Company") for the year ended December 31, 2003, we considered its internal control in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on internal control.

Also, as required by Rule 17a-5(g)(1) of the Securities and Exchange Commission, we have made a study of the practices and procedures followed by the Company, including tests of such practices and procedures that we considered relevant to the objectives stated in rule 17a-5(g), (1) in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company.

- 1. Making quarterly securities examinations, counts, verifications, and comparisons
- 2. Recordation of differences required by rule 17a-13
- 3. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable, but not absolute, assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in any internal control structure or the practices and procedures referred to above, errors or irregularities may nevertheless occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of the internal control structure would not necessarily disclose all matters in the internal control structure that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control components does not reduce to a relatively low level that errors or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving internal control, including control activities for safeguarding securities, that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at December 31, 2003, to meet the SEC's objectives.

This report is intended solely for the information and use of the Board of Directors, management, the SEC, and any other regulatory agencies which rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

Shaner & Company, LLC

February 25, 2004